

Message Text

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61

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 (ISO) W
----- 110918

R 170206Z FEB 76

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 6912

UNCLAS TOKYO 2241

E.O. 11652: N/A

TAGS: BTRA, JA

SUBJECT: FOREIGN BUYERS - ELECTRO '76, BOSTON

1. EMBASSY HAS NOT YET RECEIVED PRELIMINARY LIST OF TRAVELLERS
FROM ORGANIZERS. WE WILL FORWARD THE LIST WHEN RECEIVED.

2. FOLLOWING ARE PROPOSED ITINERARIES FOR GROUPS SENT BY
THREE ORGANIZERS:

A) COMPUTER USAGE DEV. INSTITUTE (C.U.D.I.)
APPROX. 15 MEMBRS IN GROUP INCLUDING REPRESENTATIVES OF
ORIGINAL EQUIPMENT MANUFACTURERS (OEM), SYSTEMS DEVELOPMENT
AND MAINTENANCE COMPANIES AND IMPORTERS OF ELECTRONIC
DATA PROCESSING (EDP) EQUIPMENT.

MAY 13 -- DIGITAL EQUIP. CORP. (DEC) IC DIVISION

ONE IRON WAY
MARLBORD, MASS. 01752
TEL: 617-897-5111
EXECUTIVE GAMES INC.
ADDRESS UNKNOWN
TEL UNKNOWN
BOSTON, MASS

MAY 14 -- IBM WATSON RESEARCH LAB

MAY 15 - WEEKEND - FREE TIME

MAY 17 - DECISION DATA CORP.

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100 WITMER RD.

HORSHAM, PENN. 19044
TEL: 215-674-3300
DIGILOG SYSTEMS INC.
HORSHAM, PENN.
TEL: UNKNOWN

MAY 18 - TRAVEL FROM PHILA TO DALLAS, TX.

MAY 19 - TEXAS INSTRUMENTS
P.O. BOX 5012
DALLAS, TX. 75222
TEL: 214-238-2011

MAY 20 - PEOPLES COMPUTER COMP.
P.O. BOX 310
MENLO PARK, CA. 94025
IMS ASSOCIATES, INC.
1922 REPUBLIC AVE.
SUNNYVALE, CA. 94577

B) DENPA SHIMBUN
APPROX. 15 BUYERS IN GROUP COMPOSED OF REPS FROM OEM
AND EDP IMPORTERS. MEMBERS WILL BE MIDDLE AND TOP
MANAGEMENT, TECHINCALLY ORIENTED. WANT TO SEE NEW
PRODUCTS TO BE INTRODUCED TO JAPANESE MARKET.

MAY 10 - REQUEST APPOINTMENT WITH ONE RPT ONE OF FOLLOWING
CALIFORNIA COMPUTER PROD., INC.
ANAHEIM, CA.
TEL: UNKNOWN
ELECTRONIC MEMORIES AND MAGNETICS CORP.
LOS ANGELES, CALIF.
AUTOMATION INDUSTRY INC.
LOS ANGELES, CA.

MAY 11 - 12 - VISIT ELECTRO '76

MA 13 - DIGITAL EQUIPMENT CORP.
MAYLAND, MASS.

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MAY 14 - IBM, FISHKILL FACTORY AND LABORATORY
HOPEWILL JUNCTION, N.Y.

MAY 15 - 16 - TRAVEL TO SAN FRAN VIA BUFFALOE

MAY 17 - REQUEST APPOINTMENTS AT TWO RPT TWO OF THE
FOLLOWING FIRMS:
ADVANCED MICRODEVICES INC.

SUNNYVALE, CA.
MEMOREX CORP.
SANTA CLARA, CA.
INTEL CORP.
SANTA CLARA, CA.

C) ENGINEERS INTERNATIONAL

GROUP WILL PROBABLY CONSISTSS OF EDP EQUIP IMPORTERS
AND WILL PROBABLY CONSISTS OF EDP EQUIP IMPORTERS
AND OEM REPS.

MAY 7 - IBM, NEW YORK HEAD OFFICE
MAY 10 - DIGITAL EQUIPMENT CORP.
MAYLAND, MASS.

MAY 14 - INTEL CORP.
SANTA CLARA

3. EMBASSY REALIZES APPOINTMENTS DIFFICULT TO OBTAIN
WITHOUT AMES AND COMPANY AFFILIATIONS OF GROUP MEMBRS.
WILL SEND LIST OF BUYERS AS SOON AS POSSIBLE. SOME
COMPANIES, I.E. IBM, DEC, INTEL ARE REQUESTED BY MORE
THAN ONE GROUP. THIS MAY CAUSE PROBLEMS FOR U.S.
FIRM. YOUR BEST EFFORTS APPRECIATED.
HODGSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976TOKYO02241
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760058-0539
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760242/aaaabksc.tel
Line Count: 140
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: MartinML
Review Comment: n/a
Review Content Flags:
Review Date: 14 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14 JUL 2004 by oatisao>; APPROVED <10 NOV 2004 by MartinML>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FOREIGN BUYERS - ELECTRO '76, BOSTON
TAGS: BTRA, JA
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006